

Lynchburg Regional Airport

Lynchburg Regional Airport Minimum Standards

APPENDIX B: Applications for Lease Agreements, Airport Business Licenses and Airport Permits.

Lynchburg Regional Airport

**Application
for
Airport Lease Agreement**

SECTION I – General Information

1. Applicant's Name Kyle W. Falwell
2. Company Name Bon Air Brokerage, LLC
3. Address 4132 Richmond Hwy. City/State/Zip Lynchburg, VA 24501
4. Telephone 434-851-1992 E-mail Address kyle@bonairbrokerage.com

SECTION II – Other Information

1. Type of Aeronautical Activity
Management,
1 FBO ☒ SASO (Specify) Sales, Rental, Training Other (Specify) _____
 2. Proposed Date of Commencement November 1st, 2015
 3. Proposed Location Hangar 1 and 3
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SECTION III – Required Documentation Enclosed (Check each box)

- 1 Letter or proposal providing detailed description of the nature of the proposed aeronautical activity, documentation showing proposed service(s) will meet the airport's minimum

Lynchburg Regional Airport

standards, professional qualifications of management personnel, business plan, previous experience and other relevant information

- 1 Description, preliminary drawings and cost estimates of any proposed capital improvements, if applicable, including compliance with FAA-approved Airport Layout Plan (ALP)
- 1 A current financial statement prepared in accordance with generally accepted accounting practices
- 1 Written listing of assets owned, leased or being purchased that will be used in the business on the airport (copies of sub-leases or purchase contracts may be attached)
- 1 A current credit report covering all areas of business in the past five (5) years
- 1 Listing of all corporate or business entities with which principal(s) have been involved in the last year, including legal name

SECTION IV – Certification

Signature of Applicant 

Name (Printed) Kyle W. Falwell Title Owner

Date 10/1/15

**Mail Completed Application
To:**

**Airport Manager
Lynchburg Regional Airport
4303 Wards Road, Suite 100
Lynchburg, VA 24502**

**Tel: 434-582-1150
Fax: 434-239-9027**

Recommended for Approval by Airport Commission: _____
Date

Lease Agreement Approved by City Council: _____

September 28, 2015

Mark Courtney
Lynchburg Regional Airport
4303 Wards Road, Suite 100
Lynchburg, VA 24502

Dear Mr. Courtney,

The purpose of this letter is to provide a description of the aeronautical activity that will be provided by Bon Air Brokerage, LLC in order to operate as a Specialized Aviation Service Operator (SASO) at the Lynchburg Regional Airport. Specifically, Bon Air Brokerage, LLC is requesting to conduct business in the area of Aircraft Sales (Section VI, Letter F), Aircraft Inside Storage (Section VI, Letter I), Aircraft Rental (Section VI, Letter C), and Flight Training with emphasis on Jets (Section VI, Letter D) under the Airport Minimum Standards for Aeronautical Services or activities publication.

In order to meet these standards, Bon Air Brokerage, LLC is proposing to lease the current Virginia Aviation Hangar 1 & 3. In order to showcase the aircraft we have listed for sale, as well as provide hangar space for the managed aircraft we are responsible for, while also offering classrooms for aircraft training and office space for employees. We believe Hangar 1 & 3 are the suitable spaces to meet our current needs, while keeping in mind of future growth. We believe the adjacent office space to Hangar 1 & 3 is also suitable and consistent with our level of aircraft sales and management, and would like that included in our space to lease.

Sincerely,



Kyle Falwell, President
Bon Air Brokerage, LLC

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Company Overview

Bon Air Brokerage was founded in 2006 by Kyle Falwell. Kyle founded Bon Air with the intention of supporting Falwell Jet Center with sales and acquisitions for its rapidly growing training fleet that was being boosted by Liberty University's growth. Since that time Bon Air has grown into a multifaceted aviation business specializing in aircraft sales, aircraft management, flight training, pilot services and appraisals.

- **Aircraft Sales:** Bon Air started aircraft sales modestly, specializing in single engine trainers. Bon Air handled all sales and acquisitions for Falwell Jet Center and was instrumental in growing their training fleet from 4 aircraft to 23 aircraft in a 5 year period. Bon Air now handles multiple sales and acquisitions per year, but now does anything from the single engine aircraft to large corporate jet aircraft. Bon Air also has become the preferred broker for multiple international companies, assisting not just in the acquisition, but overseas deliveries as well.
- **Aircraft Management:** Bon Air offers supervision of all flight personnel assigned to our managed aircraft, overview of aircraft maintenance, and maintenance management of all contract facilities. Bon Air also provided FAA liaison, budgeting, record keeping, payments on behalf of clients for aircraft related invoices, fleet aircraft insurance providing customers with lower premiums, fleet fuel programs, and other administrative requirements. Bon Air provides flight support and scheduling for aircraft personnel, clients, and its passengers.
- **Flight Training:** Bon Air currently owns a PA-38 Piper Tomahawk that is used primarily for flight training. We recently took over the management of a Diamond DA40 to be used for primary and instrument flight training. Bon Air is continuing to expand and just reached an agreement with a nationally recognized aviation training services provider specialized in jet training. In November Bon Air will begin jet training in Cessna's 500, 550, 560, and 525 aircraft; the training will include Jet transition training, initial, recurrent and single pilot waiver authorizations.
- **Pilot Services:** Bon Air currently has 5 pilots, who are all ATP rated, to crew all of our managed aircraft; while also offering outside crew services for other companies in need.
- **Appraisals:** Bon Air provides appraisal services and is approved through the National Aircraft Appraisal Association and is USPAP certified. We currently provide appraisals for lending institutions as well as end users.

- **Essential personnel:**

- Kyle Falwell: President/Owner of Bon Air Brokerage is in charge of all day to day operations and complete company oversight. He is third generation of a family of aviators; he started flying at the age nine and has taken to the skies ever since. By the time he was seventeen years old he had received his pilot's license and at the age of nineteen he purchased his first aircraft; a Piper 28 Warrior. Kyle holds his Commercial, ATP, Multi-engine licenses, and his instrument ratings; he is also type rated in several aircraft with over 5,000 flying hours to date.
- Shelly Montgomery: Is our Accounts Manager and has been with Bon Air since 2007. She has her Single Engine Commercial License and her instrument rating; bringing 10 years of aviation experience to our team.
- Brooke Terry: Is our Office Manager and has just recently joined our team offering 5 years of aviation business experience previously earned working for Virginia Aviation and Freedom Aviation.
- Joe Morales: Is our Certified Flight Instructor with 6 years in Aviation. Holding his Commercial and Single/Multi Engine License; along with CFI, Instrument Rating, and a Tailwheel Endorsement. He has combined over 1400 hours of flight time and instruction.

- Sub-Contract Employee's: Bon Air currently utilizes several sub-contractors to fulfill its obligations. With our continued growth and plans for a new facility we hope to be able to bring these sub-contractors on as full time Bon Air employees.

Other entities:

Central Virginia Aerial Solutions (CVAS) is Kyle's newest venture and is one of few companies in the state of Virginia that has the FAA approval with a 333 exemption for commercial UAS operations. CVAS will also be renting office and storage space from Bon Air for its management and video editing staff.

In closing Bon Air has experienced steady growth over the last 9 years and feels that moving operations to Lynchburg Regional Airport will facilitate its continued growth and bring more business to LYH. We appreciate your consideration of our application for hangar and office space and look forward to being an asset to the aviation community.

Bon Air Brokerage, LLC Managed Aircraft

| Tail Number | Aircraft Type | Owner Name | Company | Address |
|-------------|---------------|----------------|---------------------------|--|
| N302SJ | Citation 550 | Don Baker | 7F, LLC | 114 Haines Point Tr., Forest, VA 24551 |
| N281DS | Cirrus 22 | Don Baker | 7F, LLC | 114 Haines Point Tr., Forest, VA 24551 |
| N49U | Citation 550 | Mickey Hayes | M.I.C.K, LLC | 1408 Honeysuckle Drive, Blacksburg, VA 24060 |
| N181EB | Citation 550 | Richard Albert | Adore Aviation, Inc. | PO Box 5967, Frisco, TX 75035 |
| N525DP | Citation 525 | Randy Laird | Middlebrook Aviation, LLC | 23 Middlebrook Ave., Staunton, VA 24401 |
| N77CD | Cessna 414 | Harper King | Commonwealth Boat Broker | 1018 Washington Way, Glenn Allen, VA 23059 |
| N421CJ | Cessna 421 | Ed Reynolds | CLA Air, Inc | PO Box 539, Tazewell, VA 24651 |
| N222AD | Diamond 40 | John Wolfhert | Turn Left, LLC | 647 NE 71st Street, Miami, FL 33138 |